



JAMES RIVER CORPORATION

P.O. Box 2218, Richmond, VA 23218 (804) 644-5411

JOHN R. BURKE
Director, Government Affairs
(804) 649-4291 Phone
(804) 649-4415 Fax

June 7, 1996

Mr. William R. Lievense
Capitol Group
524 South Walnut Street
Lansing, MI 48933

Dear Bill:

Thank you for your call yesterday and update on your success in getting the landfill fee reduced for our Kalamazoo operation. The \$10,000 - 15,000 per year savings is obviously appreciated.

It occurs to me that I need to extend to you in a formal way the thanks of James River Corporation for all of the work that you do and have done for us, from the \$200,000 per year you saved James River by amending the Governor's tax formula bill, to the absolutely vital role you've played in leap-frogging the state bureaucracy to get the environmental permit for the Kalamazoo K-1 machine. You've proven time and again that your knowledge and utilization of the legislative process and the regulatory and governmental bureaucracy of the state of Michigan is something that can add value to our bottom line.

In addition, the ongoing legislative and regulatory information service that you provide us keeps us abreast of key issues of concern for the company. Your monthly reports and special memorandums are distributed to James River staff both at corporate headquarters and regionally and are highly valued in keeping our people apprised of developments in their fields of interest.

Not only have you been helpful to us in Lansing, but your ability to handle crises on the local government scene have also been greatly appreciated. I know our mill people, whose real jobs are making paper, very much appreciate your willingness to jump in and help them deal with local authorities on some really onerous problems.

Your philosophy of providing clients with a "return on their investment" is more than just a philosophy, it is something that you have proved to be able to deliver.

We very much appreciate the work you have done for us at James River over the last several years and if I can ever make a recommendation of your services to any of your potential clients, please do not hesitate to call on me to do so.

Again, we were pleased that we were able to get a reduction in the landfill fee. It's just one more feather in your and our cap. Keep up the good work.

Sincerely,

A handwritten signature in black ink that reads "John". The letter "J" is large and stylized, with a long horizontal stroke extending to the left. The rest of the name "ohn" is written in a cursive, flowing style.

John R. Burke
Director, Government Affairs